

THE TIMES Tomorrow
Pivotal role
Times Profile of Sir John Cockney, Westland chairman

Portfolio
Today's Times Portfolio competition prize is £4,000, double the usual amount because no-one won yesterday.

Students' holiday cash cut
Some benefits paid to students during holidays are being withdrawn, but almost half of the £40 million to £45 million saved will be returned in bigger grants for undergraduates living away from home.

Parkinson post
Mr Cecil Parkinson, the former Cabinet Minister, has become chairman of a trust which aims to help to rehabilitate former drug addicts back into society.

Missile mix-up
The Syrians reportedly fired two Soviet anti-aircraft missiles at Israeli reconnaissance jets over the Bekah Valley on Israel.

Hostages hope
Efforts to free four French hostages in Lebanon met a decisive phase, an official in Paris said amid reports that a special French envoy was in Damascus.

Texas visit
The Prince of Wales will visit Texas for five days from February 17 to celebrate the state's 150th anniversary, but his wife will not accompany him.

Tito wrangle
Yugoslavia has rushed through Parliament legislation nationalising the late President Tito's estate to block legal actions by his widow claiming cars, jewelry, paintings and vineyards.

Mines cleared
Thousands of black South African miners dismissed for going on strike were forced on to buses and driven away from platinum mines in Boputswana.

Lagos pressed
Sir Geoffrey Howe, the Foreign Secretary, told the Nigerian Foreign Minister, Professor Bolaji Akinyemi, that British creditors were concerned about Nigeria's debt-repayment later.

Jet crash
The pilot and navigator of an RAF Phantom jet suffered broken bones when they ejected from their crashing aircraft in Yorkshire. The Walden Valley was sealed off until the wreckage was secured.

Bill fears
Fears are growing that the Building Societies Bill, which will allow the societies more freedom on lending, may not be enacted for at least a year.

Bonn 'horrors'
Descriptions of some Bonn ministers as 'grandmasters of Frankenstein's cabinet of horrors' have enlivened the West German political scene but may have gone too far.

Table with 2 columns: Home News, Overseas, Arts, Business, Sport, TV & Radio.

New offer is sent direct to Westland shareholders

By Judith Hantley
The Anglo-European consortium fighting for a chance to rescue Westland helicopters yesterday improved its offer to £75 million, and decided to bypass the company's board by sending details directly to shareholders.

Sir Raymond said last night "Westland will become an offshore subsidiary of Sikorsky if it accepts the US and Italian offer." Technology transfer between the two would be one way only, to the United States, and the European consortium, made up of GEC and British Aerospace, acting together.

European countries press Westland

By Anthony Evans, Political Correspondent
Pressure behind the scenes from European governments over the future of the Westland helicopter company began to break into the open yesterday.

Meanwhile, an air of relative calm descended over Whitehall in the wake of Monday's astonishing exchange between Sir Patrick Mayhew, the Solicitor General, and Mr Heseltine.

Icy grip on Britain

Snow drifts and floods blocked many roads in Britain yesterday, and weather experts say that most of the country will stay in the grip of icy conditions today.

Married women get EEC support on invalid care

By Nicholas Timmins
The European Commission has backed the right of married women who care for a disabled partner to receive an invalid care allowance in a test case that has far-reaching implications for the Government's community care policy.



M Auroux and Mr Ridley before yesterday's meeting in Paris on the cross-Channel link

Channel link nears final agreement

From Diana Geddes Paris
The chances for the construction of a fixed cross-Channel link moved a step closer to realization yesterday after what was described as a "useful and friendly" meeting in Paris between the transport ministers of Britain and France.

Europe seen as key to isolating Gadaffi

From Michael Binyon, Washington
Before President Reagan's announcement last night of his Administration's measures against Libya, officials were working out the damage additional US sanctions would impose on Libya and how Western Europe could help in isolating Colonel Muammar Gadaffi.

US farm minister quits

Washington - Mr John Block, the US Agriculture Secretary, resigned yesterday in a move that surprised his supporters and even his own son.

Marquis jailed as a 'common criminal'

The Marquis of Blandford, heir to a £30 million fortune, was yesterday branded a "common criminal" and jailed for three months.

Jet crash

The pilot and navigator of an RAF Phantom jet suffered broken bones when they ejected from their crashing aircraft in Yorkshire.

Lending surge puts pressure on base rates

By David Smith, Economics Correspondent
A £2.1 billion rise in bank lending last month continued to put upward pressure on interest rates in the London money markets yesterday.

Canon pulls out of Football League

By Stuart Jones, Football Correspondent
The Football League are to lose the financial support of the biggest sponsor in British sporting history, Canon (UK) Limited, the manufacturer of cameras and business equipment, are not to renew a contract worth £3.3 million over the last three years.

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Advertisement for Bell's Scotch Whisky, featuring an image of the bottle and the text 'Follow the Leader the quality scotch'.

...FOR BETTER FOR WORSE, FOR RICHER FOR POORER, IN SICKNESS AND IN HEALTH...

That's some promise! And on the day you make it, you probably aren't worrying about the negatives. You are going to be better, richer and healthy for the rest of your lives.

In any case, you have to look on the bright side. There's no point in worrying, is there!

Exactly. But the time comes when you realise that, whatever happens, health must come first.

Not just yours. There's the person you married and the ones who didn't even exist when those promises were made. Suddenly just looking on the bright side isn't enough.

That's where we come in. We can't make illness a pleasure, but we can take a lot of the worry out of it.

Health First is part of an international organisation which provides private medical cover for more people than any other company in the world.

Health First doesn't replace the NHS it works alongside it, taking the waiting and the worrying away. Making sure that you and yours have the best possible treatment at the earliest opportunity. Making sure you get better in comfort without the family or the family-savings suffering.

That's not too far off what you promised on your wedding day is it?

And if you have even more responsibilities...if you're an employer and have to think about your employees' welfare...don't worry, we take care of that too.

In fact Health First has more private health policies to choose from than you're ever likely to need. Just tell us what you want...because we always put your health first.

Please send me further information about Health First:

Individual Plan Company Plan

Name _____

Company/Address _____

Postcode _____

Telephone _____

Richmond Hill, Bournemouth. BH2 6EQ. Telephone 0202 292434.



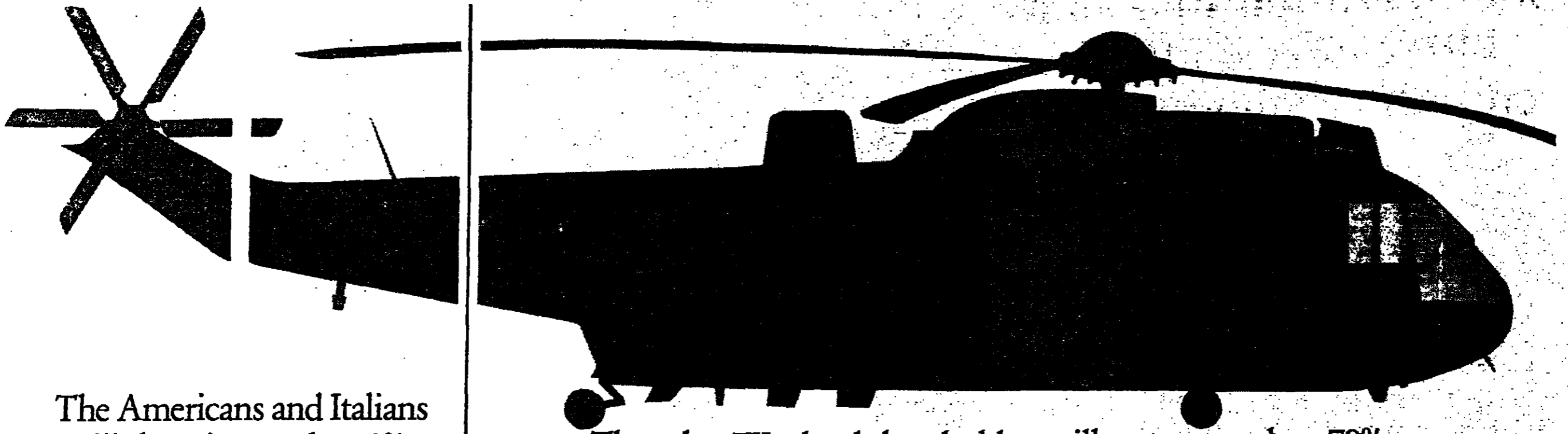
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The Americans and Italians will share just under 30%.

The other Westland shareholders will own more than 70%.

So who'll be at the controls?

The short answer is, we will.

If you vote in favour of the new proposals from Sikorsky (a division of UTC) and Fiat, as your Board urges you to do, Westland will remain an independent British company.

Free to develop, design and build helicopters in Britain.

Sikorsky and Fiat will become valued and trusted partners, but only minority shareholders.

Together they'll own no more than 29.9%, and this could drop to 21%.

Thriving, independent companies themselves, they are backing Westland's long-term prosperity.

We are convinced that their proposals, though similar in financial terms to those of the European consortium, are better for our company, our shareholders and our workforce.

In view of the vast amount of public comment, we would like to give you our main reasons once again.

A tried and tested partnership.

As you probably know we have, in fact, been working successfully with Sikorsky for a long while.

Over the last thirty-eight years we have built the Dragonfly, Whirlwind, Wessex and Sea King helicopters under licence from them.

Often, as they have been kind enough to admit, improving them.

(We're proud to say, our version of the Sea King outsells theirs in export markets.)

We get on well together, we know each other and we build very good machines together.

An association with Fiat is a further important benefit in our view.

They are a large, profitable and international group with interests in aviation, space and materials technology.

Furthermore, many of their interests dovetail with ours.

This will give us opportunities to strengthen our technological capabilities and open up new markets.

Moreover, Westland and Fiat are two of Europe's leading helicopter transmission manufacturers.

By contrast, the proposals of the European group aren't nearly so appealing.

A marriage of inconvenience.

Frankly, the consortium seems to be an ad hoc grouping of companies, some of which are state-owned and fierce competitors of ourselves and each other.

The truth is, there's a glut of helicopters in Europe, with problems of overmanning and overcapacity.

We believe that instead of making complete helicopters, Westland would steadily be reduced to producing only parts for a European machine.

Our skills, our know-how, our self esteem would all be degraded whereas with Sikorsky and Fiat they'll be enhanced.

With their help, we'll form a formidable new competitor for everyone else in the market.

But would the Government discriminate against Westland if we join forces with Sikorsky and Fiat?

Our Chairman wrote and asked the Prime Minister this very question.

The Prime Minister's assurances.

We sent the full text of both letters to our shareholders on 6th January and yesterday published them in an advertisement.

One of the key points she makes is this:

"As long as Westland continues to carry on business in the UK, the Government will of course continue to regard it as a British and therefore a European company, and will support it in pursuing British interests in Europe."

Why shareholders can't vote on both proposals.

We have sent you full details of both sets of proposals together with the Board's recommendation.

Some shareholders, however, have asked why they can't vote on the two and make a decision as they do in a competitive takeover.

There are two reasons why not.

First, this is not a takeover. It's a capital reconstruction for a company in extreme financial difficulty.

The Board's overriding duty is to assess, with its wide knowledge of the commercial background, what is best for Westland and to make a clear recommendation to shareholders.

Second, because of the urgency of the situation, we need a quick and decisive solution. We simply can't risk falling between two stools.

Apart from anything else, the law insists that either proposal gets a three-quarters majority. If both alternatives are put to shareholders, there's a real danger that neither will get that majority.

Our urgent priority must be to establish a stable framework within which Westland can operate.

Westland's phone-in.

We hope we have explained why your Board is strongly recommending you to vote without delay in favour of the Sikorsky and Fiat proposals.

If you have any difficulty in completing and/or returning your proxy card in time, we invite you to phone us between 10am and 8pm daily.

The number is 01-583 1398.

Every single vote is crucial for Westland's future and delay could seriously damage us.

Remember, to be valid, your proxy must be received this week.

FOR USE BY WESTLAND SHAREHOLDERS ONLY

Please return the coupon to The Registrar, Westland plc, National Westminster Bank PLC, Registrar's Department, P.O. Box 82, 37 Broad Street, Bristol BS99 7YA.

Form of Proxy for use at the Extraordinary General Meeting of Westland plc ("the Company") to be held on Tuesday 14th January, 1986.

I/We the undersigned being (a) member(s) of the Company, hereby appoint the Chairman of the Meeting or (see note 1):

as my/our proxy to vote for me/us on my/our behalf at the Extraordinary General Meeting of the Company convened for 10.30 a.m. on 14th January, 1986 and at any adjournment thereof. I/We direct that my/our vote(s) be cast on the resolutions referred to in the Notice of Meeting as indicated by an X as shown below and on any other resolution in such manner as my/our proxy thinks fit.

Date: _____

Signature(s): _____ Please complete in BLOCK CAPITALS

Name(s) in full: _____

Address(es): _____

RESOLUTIONS:	FOR	AGAINST
Number 1: Ordinary Resolution		
Number 2: Special Resolution		
Number 3: Special Resolution		

Notes:
1. If you wish to appoint any other person as your proxy, who need not be a Member of the Company, please inform the Chairman of the Meeting in writing, and state the name and address of your proxy.
2. Please indicate how you wish the proxy to vote in support of the resolutions. If no indication is given, the proxy will have discretion as to whether and how to vote.
3. To be valid this proxy form must be completed with the power of attorney or other authority, if any, under which it is signed or a certified copy thereof must be lodged with the Registrar, National Westminster Bank PLC, Registrar's Department, P.O. Box 82, 37 Broad Street, Bristol BS99 7YA, not later than 48 hours before the time fixed for the meeting or adjourned meeting.
4. In the case of a corporation, this proxy form must be executed under its common seal or signed on its behalf by a duly authorised officer, duly authorised by the board of directors, and for this purpose authority will be deemed to be conferred by the resolution of the board of directors, unless the articles of association of the company require otherwise.
5. Any alteration to this proxy form should be initialed.

WESTLAND

How Digital's computers add up.

7,000,000

This year Digital Equipment Company (DEC) is spending £7 million on job training. Last year we took on 1,000 people bringing the total number of jobs created by DEC in the UK to 4,600.

35,000,000

Yesterday, Mr Leon Brittan, the Secretary of State for Trade and Industry, opened DEC's new £35 million research and development centre in Reading. It's already designing the next generation of DEC's office and communication products.

100,000,000

DEC invested over £100 million in the UK this fiscal year with £22 million committed yesterday to expanding our distribution network.

£142,000,000

No wonder the world's second largest computer company is growing in Britain.

digital

Digital Equipment Co. Limited, PO Box 110,
Digital Park, Worton Grange, Reading RG2 0TR.
Tel: 0734 868711.



THE TIMES DIARY

Savage attack

I have news for London Weekend Television, which has reported Clive Ponting's solicitor Brian Raymond to the Law Society for alleged "behaviour not befitting the profession"...

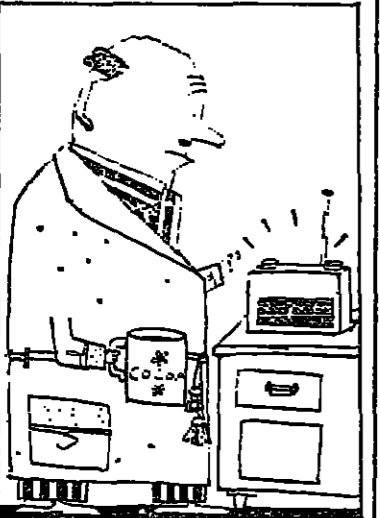
Play the game

Yesterday I reported that Kent Opera was refused a British Council grant to perform Mozart's The Marriage of Figaro at the Vienna Festival...

Well connected

Desperation seems to have set in at GCHQ. A student from King's College, Cambridge, tells me he was buttonholed at the GCHQ stand at the recent university graduate recruitment fair...

BARRY FANTONI



'And here's Jimmy Savile with the stock market closing report'

Ad and detract

The Communist Party is outraged. The Committee for the Defence of the Scottish Steel Industry placed a half-page ad in Monday's Daily Telegraph seeking donations for a publicity campaign to save Gartcosh...

Grounded

Talk about a sore point: the MoD yesterday called off a press briefing on heavy and medium lift helicopters, due to have been held tomorrow at RAF Odiham in Hampshire...

Scrap of paper

The GLC must have thought it had got off lightly when the outspoken Charles Osborne, who has just completed an unhappy stint as Arts Council literature director, meekly agreed to sign an undertaking never to visit South Africa...

Ban that could wreck cricket

by Nigel Williamson

Anti-apartheid opinion has been unanimous in welcoming the Bangladesh government's decision to refuse entry to four members of the England B cricket team...

I do not think that politics can be "kept out" of sport. Nor do I accept that sportsmen visiting South Africa can ignore the wider implications of their actions...

Chris Smith, the South African-born Hampshire batsman, does not appear on any United Nations blacklist. Yet there were those in the touring party with far stronger South African connections...

making it the most multi-racial English side ever.

Public opinion in Britain has hardened against South Africa so strongly in recent months that, in the absence of government action, big business is imposing voluntary sanctions...

At a time of such progress, the Bangladesh decision can only be counter-productive both in terms of mobilizing British public opinion and in persuading the English cricket authorities to take a stronger line against their own players...

A potentially serious problem arises. The main England tour party to the West Indies includes a number of players with much closer sporting links with South Africa than some of those deemed unacceptable in Bangladesh...

In the light of the Bangladesh decision, Trinidad, and perhaps other countries, are likely to reconsider those assurances.

them to appear to be outflanked by Bangladesh. Cancellation of the West Indies tour could well herald the breakdown of international cricket...

That would in turn mean that more and more top players, particularly black cricketers who would be denied much of their money-earning potential...

The Glenageles Agreement requires Commonwealth governments to discourage individual players from contact with South Africa. In Britain neither the government nor the TCCB actively pursues this agreement...

Rather than penalize individuals, Bangladesh should be forcing the British government and the TCCB to do what they have so far been able to avoid: committing themselves to a clear view of the Glenageles Agreement...

The author is editor of Tribune.

John Redwood on the real issues to be faced during Industry Year

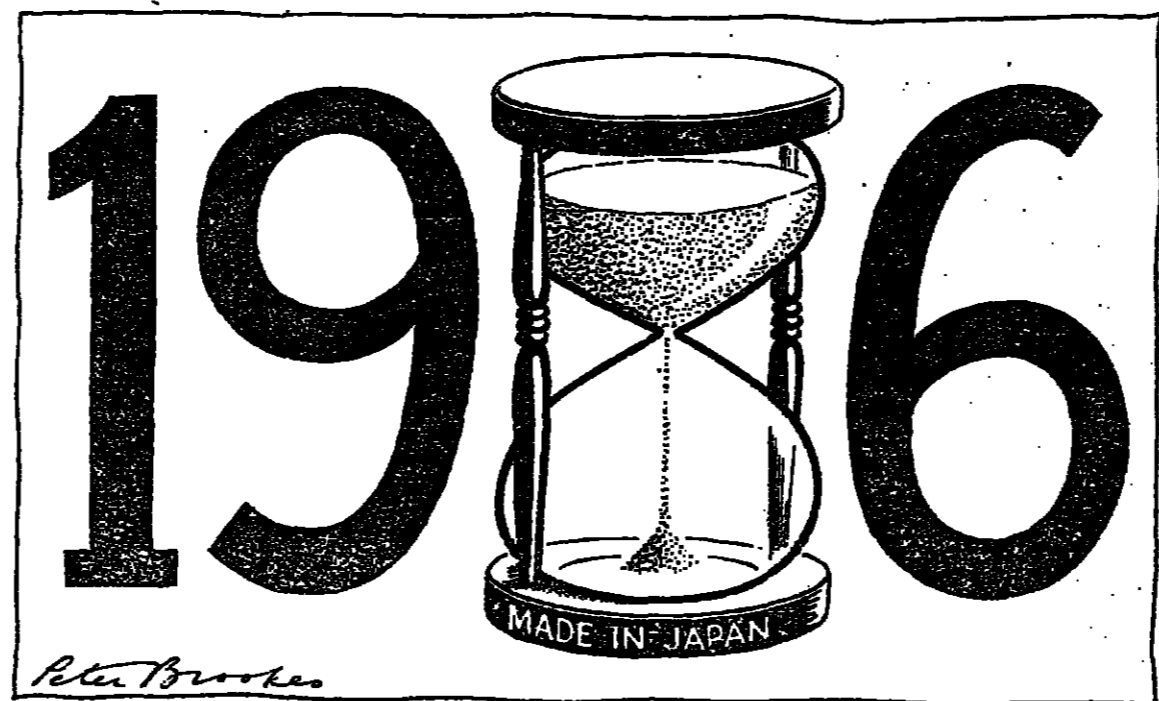
Britain can make it - if we make changes

This is Industry Year. The prophets of gloom will doubtless be out in force for its celebration. We will be told that even though we have enjoyed a strong balance of payments surplus every year since 1979...

Many people believe that manufacture, and manufacture alone, generates "real" wealth. They feel that demand is inadequate, that we are not investing enough, and the pound is too high...

If Industry Year is about giving prominence to arguments such as these, about making them industry's authentic voice, we would be better off without it. You should beware the industrialist who always believes his plight is the product of external forces...

Yet British industry does not always succeed in responding to that demand. In 1974, when the market for new cars was no higher than in 1984, UK producers made 1.5 million cars...



of their product compared to the foreign competition. Nor has subsidy been stunted in trying to redesign British Leyland's model range.

This Christmas people were busy buying Japanese hi-fis and cameras, German electrical appliances, imported clothes and toiletries...

Nor has investment demand been slack. The year just ended was a record year for total investment and re-equipping - using other people's hardware...

The idea that only making things creates wealth is one I've never understood - any product or service that can be sold for more than its cost generates income and wealth.

It is often not just a question of price. Many imports sell not because they are the cheapest, but because people like them and they are available...

Jack Straw Pounds, dollars and nonsense

It all depends on what turns one on. For some, it is Page 3 of The Sun; for me it is long reports so boring and technical that they can be found only in the Financial Times...

I do not blame those who speculate in this way, no more than I blame wasps for being attracted to the honey-pot. For those whose business is trading in foreign exchange, the more they trade the better it is for them...

So what, one might ask? We are only a small country, and the world is a large place. But then I alighted on another figure - that in the same year as the foreign exchanges were turning over \$150 billion a day...

Of course, it is not quite like that, as any foreign exchange dealer will be quick to point out. The export of a million pounds' worth of goods from country X to country Y may involve more than one single transaction...

Allowing for all these complexities, however, it looks as though at the very best only 20 to 25 per cent of transactions on the foreign exchanges have anything at all to do with paying for goods and services...

Securities and commodity firms now trade in foreign exchange as if it were a commodity; and the Group of 30 report stated that there was evidence that, for some individuals and multinationals, companies...

It is not only the absolute size of foreign exchange transactions which is now staggering, but their growth...

In five years their volume has doubled (from \$75 billion in 1979), while world exports have grown by only a twelfth, or 8.5 per cent in the same period.

The speculative froth results in two things. First, it detaches the foreign exchange markets from the day-to-day reality of national economies. The US dollar, for example, went up and stayed up for a long time when its trade balance plunged into the red...

Secondly, it makes the inevitable medium-term currency adjustments to that economic reality violent and often wildly exaggerated, in a manner which does not fully reflect the changes in a country's underlying weakness or strength.

The exchange rate should reflect a country's competitiveness, but that factor is now submerged by other less important but far more dominant considerations in the foreign exchange markets.

Technical trading systems involving computer models and charts have become the vogue so that the markets react more sharply to short-term trends and less attention is given to basic factors.

All this froth has occurred at a time of unprecedented instability in world financial markets, and when the problem of the debt mountain of many less-developed nations remains fundamentally unresolved.

The emerging truth is that a free-for-all in the financial markets and the currency instability this produces actually undermines free trade in goods and services.

The author is Labour MP for Blackburn.

moreover... Miles Kington

A bridge too far-fetched

Do you remember Oleg Bitov, the Russian journalist who came to Britain to seek freedom and then suddenly returned to Russia to seek more freedom? Do you remember the Russian who came here from France and fell asleep for three weeks? And dozens more who came and went...

Now all can be explained. They came here seeking freedom of thought and speech, and all they found was an endless debate over the shape of the future Channel link. No wonder they fell asleep or rushed back to Russia...

For Terry Waite, the Archbishop of Canterbury's special envoy, who preceded Dr Runcie to China; recognizing the CCC is no problem. Bishop Ting and his colleagues are admirable and brave men...

1986. Go-ahead is given for the construction of a mixed tunnel and bridge road/rail link with France. Construction starts.

1987. Construction stops. Many British firms are baled out by the government. Construction restarts.

2001. The new cross-Channel link is opened. On the opening day the first motorist traffic jams form, reaching as far back as the M25 near Gatwick.

writes a terse article pointing out that lemmings do not, in fact, commit suicide at Tromsø, 2003. Sir Egon Ronay delivers a broadside against the standard of catering in many of the mid-Channel service areas.

2004. Should coaches be allowed on the Channel Bridge? That is the question asked in Parliament and elsewhere after a coach on a school trip is blown off the bridge and into the Channel.

2005. The first big ships collide with the bridge, in thick fog. "Is navigaution comme des fusils," say the French police.

Although there is no great damage, several sailous leap off one ship (a Russian trawler) and clinging to the bridge seek for political asylum. When offered French or British asylum, they all choose French.

2006. TV premiere of a major natural history series by the veteran Lord the shabby over the Channel Bridge. A new scientific ecology has grown up on the Channel link, including bird colonies, oyster beds, the inevitable foxes, hard-shoulder roads and one inexplicable lemming. Rats are also seen passing along the bridge, leaving France, say some, fleeing Britain, say others.

2007. It is finally admitted that planners had not allowed for the growth in traffic over the Channel link, and the return of the holiday crowds are now merging with the early Christmas shopping rush to France. A relief scheme is desperately needed. Tenders are invited for the construction of the new Channel Bridge By-Pass.

(Tomorrow the Westland debate - we avoid all mention of it.)

Christianity's long march to survival



Bishop Ting with Dr Runcie during his visit to Britain: will his three million followers triumph over Document 19?

The Anglican Church faces two dilemmas as it prepares to send \$45,460 to Christians in China to discharge a 40-year-old obligation. Should money be given to a church controlled, as it is, by the Communist Party?

In 1947 the primates of Canterbury and York collected \$75,000 to help the Anglican Church in China. Only one third had been spent by 1949, when the Communists came to power.

Since Mao Tse-tung's death in 1976 Peking has been far more tolerant of all religions, including Christianity, although Catholics remain under suspicion because of links with Rome.

No one at Lambeth Palace or Church House considers the CCC to be a captive church, although neither does anyone deny that it operates under party surveillance and sanction.

"We felt the CCC contained the rump of the Anglican Church in China, with Bishop Ting representing the continuity," explains the Rev Ian Holdcroft of Church House, one of the fund's trustees.

Document 19 states bluntly: "Foreign religious infiltration is to be restricted, especially by the Vatican and the Protestant missions."

The despair of the house Christians is expressed in Britain by the Rev Leslie Lysal, a retired missionary who first went to China in 1929.

Anglican experts on China know that the Chinese Communist party's

have never been linked to foreign churches. They assume that eventually the party will dissolve the CCC along with all other religious practice.

The Church of England's top China expert, the Rev Bob Whyte, is certain that sooner or later the CCC will form a true church and that when that day comes the \$45,460 of capital which remains from the primates' collection should be available.

Something authentic is emerging in China, says Holdcroft, who, like Bob Whyte, admires Chinese Christians for holding to the faith in the face of savage oppression.

Men like Holdcroft, Whyte and Waite believe the CCC needs all the money it can get to sustain its fight. In that case the \$45,460 from the primates' fund is a modest sum.

Jonathan Mirsky



COURT CIRCULAR

SANDRINGHAM January 7: Lady Susan Hussey has succeeded Lady Abel Smith as Lady in Waiting to the Queen.

CLARENCE HOUSE January 7: Ruth, Lady Fermoy has succeeded Lady Angela Oswald as Lady in Waiting to Queen Elizabeth The Queen Mother.

KENSINGTON PALACE January 7: The Princess Margaret, Countess of Snowdon today received His Excellency the Japanese Ambassador and Madame Toshio Yamazaki.

The Prince of Wales will attend a dinner dance given by Mr and Mrs Walter Annenberg in aid of Operation Raleigh at Rancho Mirage, California, on February 22 after his five-day visit to Texas.

A thanksgiving service for the life of the Right Rev Arthur W. Goodwin Hudson will be held at St Paul's Church, Portman Square, (in Robert Adam Street) London W1, on Monday, January 27, at 12.15pm.

Luncheons HM Inspectorate of Constabulary Sir Lawrence Byford, HM Chief Inspector of Constabulary, presided at the annual reunion luncheon of HM Inspectorate of Constabulary held at New Scotland Yard yesterday.

Law Society Mr Alan Leslie, President of the Law Society, was the guest of honor at a luncheon held at 60 Carey Street, W.C.2. Among those present were:

Latest appointments Mr David Patman to be a trustee of the Tate Gallery, in succession to Mr Peter Palumbo.

Clifton College Term begins today. A. J. Allport (Wiseman's) is head of school and H. D. Davies (East Town) is second head of school.



Lord Mansfield, First Crown Estate Commissioner, looking at a model of the proposed conversion into flats of the Diorama building (Photograph: Peter Trievnor).

Conversion plan for London landmark

By Christopher Warman, Property Correspondent

The Diorama building south of Regent's Park, London, built by Nash to house Louis Daguerre's early version of the cinema in 1823, which has recently been threatened with redevelopment as offices or even demolition, is to be converted into flats under a new scheme announced yesterday by the Crown Estate Commissioners.

Latest wills Miss Gladys Margaret Hogg, of Chiswick, London, for nearly 50 years a senior professional at the Queen's Ice Skating Club.

Allhallows School, Devon The Lent Term at Allhallows begins today and ends on Wednesday, March 26.

Forthcoming marriages

The Hon G. S. Monck and Miss C. E. V. Naylor The engagement is announced between George, second son of the late Viscount Monck and Mrs G. M. Falmer, Pilgrims Farm, Overton, Hampshire, and Camilla, second daughter of the late Mr John Naylor and of Mrs John Naylor, The Mill House, Beamsley, Hampshire.

OBITUARY

PROF K. de B. CODRINGTON Indian art and archaeology

Professor Kenneth de Bugh Codrington, who died on New Year's Day at his home in Appledore, was Professor of Indian Archaeology in the University of London from 1948 to 1966. He had published a number of works on the arts and archaeology of India and of her northern neighbours and for some years prior to his taking the Chair at London University had been Keeper of the Indian Section of the Victoria and Albert Museum.

SIR JOHN BARLOW

Sir John Denman Barlow, Bt, Conservative Member of Parliament for the Middleton and Prestwich division of Lancashire from 1951 to 1966, died on January 5, 1986.

SAM SPIEGEL

The Rt Hon Edward Heath, MBE, MP writes: May I add to your well balanced appraisal of Sam Spiegel's life work in films, his worldwide triumphs and his lesser successes, a note about him as a man.

Francis Mathew scholarship

The Francis Mathew travelling scholarship, available to those seeking a career in printing, publishing or paper, has been increased to £750.

Centenary appeal

The Civil Service Benevolent Fund has launched a £1 million appeal to mark its centenary year. The fund is asking its staff to donate at least £1.

St Leonard's School, St Andrews, Fife

Spring Term begins today and ends on Wednesday, March 26. Half-term will be from Friday, February 14, to Tuesday, February 18.

Peres visit

Mr Shimon Peres, Prime Minister of Israel, will visit the United Kingdom from January 21 to 26.

Your Will

can give us the help we so desperately need in our fight against poverty and despair.

Science report

Painkiller drug could aid memory

A drug used in painkillers and blood pressure preparations may help to prevent loss of memory in the elderly.

Dinner

HM Government Sir Geoffrey Howe, QC Secretary of State for Foreign and Commonwealth Affairs, and Lady Howe were hosts yesterday at a dinner at Lancaster House in honour of the Nigerian Foreign Minister, Professor Bolaji Akinyemi, and Mrs Akinyemi.

Sacred Heart School, Tunbridge Wells

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Peres visit

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Your Will

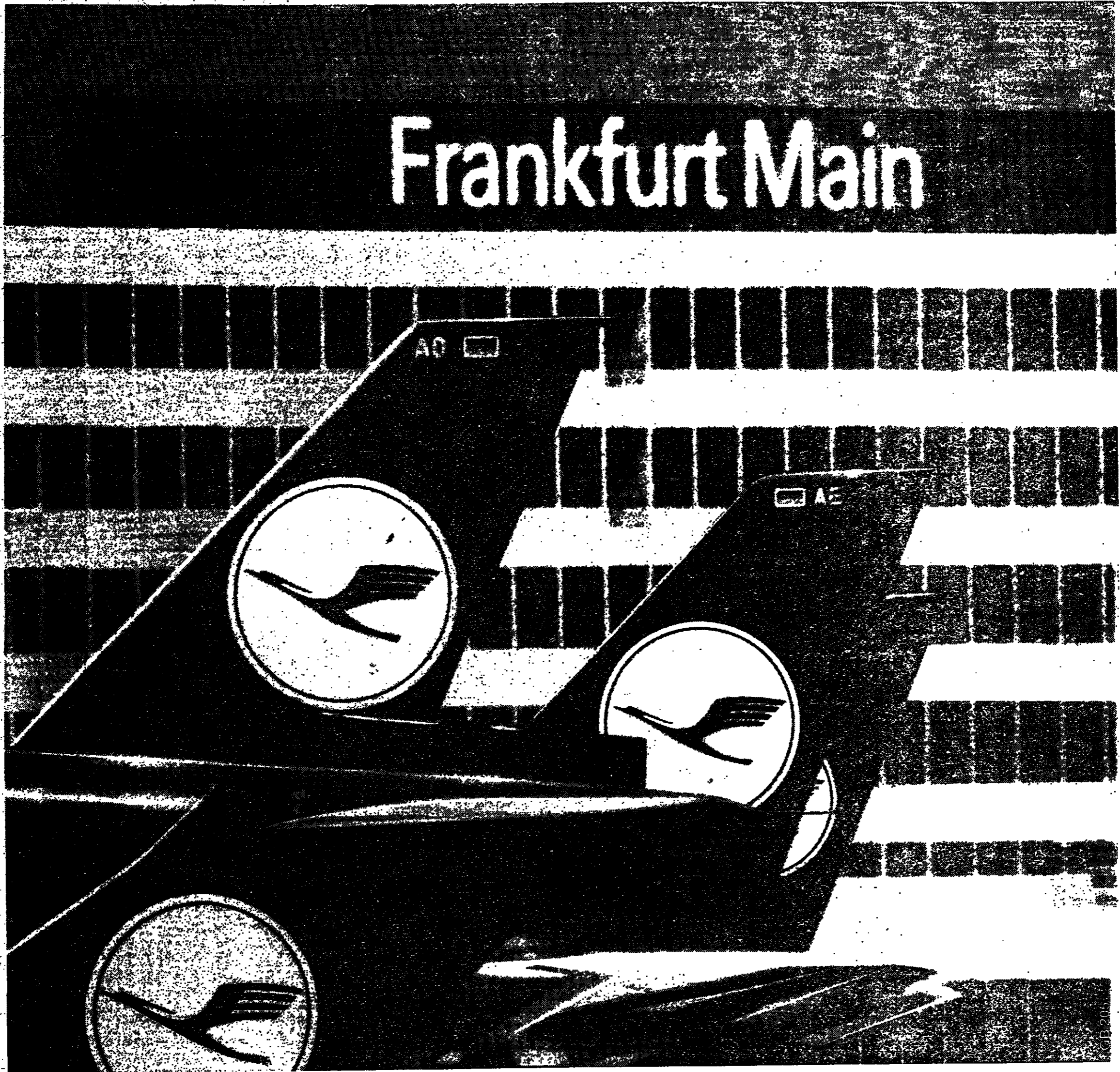
can give us the help we so desperately need in our fight against poverty and despair.

Cacharel advertisement featuring a heart-shaped graphic and the text: 'We will send your love a gift for St. Valentine's Day if you send your love in The Times'. Includes details about the romance of Cacharel and instructions for sending a message.

Practice that meant finding food that the animals had seen earlier being placed in one of two containers, according to the description of the experiment reported in the journal Science.

Examination of brain tissues that had degenerated showed that it was a loss of nerve cells that produced the brain chemical acetylcholine. The scientists say that attempts at replacement therapy in old people and old apes have been disappointing.

Continental Europe's Main Airport.



With 630 take-offs and landings daily, Frankfurt is Continental Europe's main airport. Even Amsterdam has a lot of catching up to do. At Frankfurt/Main Airport

everything is under one roof, making connections fast and easy – in as little as 45 minutes. What's more, you can rest assured that your luggage makes the transfer

with you. More and more British business people are discovering that the Frankfurt connection is often the best way to get to their destination, world-wide.



Lufthansa

THE TIMES Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

Table with columns: No., Company, Share Price, Dividend, etc. Lists various companies like Nat West, Bank of Scotland, Lloyd's, etc.

Weekly Dividend table with columns: MON, TUE, WED, THU, FRI, SAT, SUN. Shows daily dividend amounts.

BRITISH FUNDS

Table listing various British funds with columns: Fund Name, Price, Change, etc.

SHORTS (Under Five Years)

Table listing short-term investments with columns: Investment Name, Price, Change, etc.

FIVE TO FIFTEEN YEARS

Table listing medium-term investments with columns: Investment Name, Price, Change, etc.

OVER FIFTEEN YEARS

Table listing long-term investments with columns: Investment Name, Price, Change, etc.

INDEX-LINKED

Table listing index-linked investments with columns: Investment Name, Price, Change, etc.

BANKS DISCOUNT HP

Table listing bank discount rates with columns: Bank Name, Rate, etc.

STOCK EXCHANGE PRICES

Interest rate jitters

ACCOUNT DAYS: Dealings Began, Dec 23. Dealings End, Jan 10. Contango Day, Jan 13. Settlement Day, Jan 20. Forward bargains are permitted on two previous days.

Main stock exchange price table with multiple columns for different sectors: BUILDING AND ROADS, FINANCE AND LAND, FOODS, HOTELS AND CATERERS, INDUSTRIALS, CHEMICALS, PLASTICS, CINEMAS AND TV, DRAPERY AND STORES, ELECTRICALS, INSURANCE, LESURE, MINING, MOTORS AND AIRCRAFT, NEWSPAPERS AND PUBLISHERS, OVERSEAS TRADERS, PAPER, PRINTING, ADVERTG, PROPERTY, SHIPPING, SHOES AND LEATHER, TEXTILES, TOBACCO. Each sector has a list of companies and their share prices.

THE TIMES Portfolio DAILY DIVIDEND £4,000 Claims required for -9 points Claimants should ring 0254-53272

Yes, you've told us how badly Distillers is run, but what makes you think you could do better Mr. Gulliver?

GULLIVER The changes that are necessary at Distillers are so far reaching, they can only be introduced from the outside. We've done this already with a similar company - Allied Suppliers, which we bought in June 1982.

They were, in some respects, the "Distillers" of the grocery trade, a very large company that had grown by amalgamations, but whose market share had been sliding downhill for years. People expressed doubt whether Allied's business could be improved.

Profits last year were 240% of profits three years ago. Our share price has more than doubled in the last 18 months.

QUESTION *But Distillers' stock market value is 2½ times Argyll's. Aren't you biting off more than you can chew?*

GULLIVER No. Allied Suppliers was also 2½ times our size when we bought them. Yet we started to produce improved results almost straight away.

Nearly all Argyll Foods management are from Allied Suppliers. We provide the strategy and direction; they run the business. In the same way, we will identify the existing skills in Distillers, and give their management the leadership they require.

QUESTION *Your reputation has been made in the fast-moving retail trade. How does this qualify you to nurture famous whisky brands?*

GULLIVER Our prime skills are in marketing and in general management. These skills can both be applied to diverse businesses. Our record proves this. Our senior executives have backgrounds in companies like Unilever, Procter & Gamble, Mars, and Beecham: some of the most successful marketing companies in the world. We understand long-term business building and world brand marketing. It is this kind of marketing skill that we will bring to Distillers.

But more importantly, we will bring the strategy and direction required to build Distillers into an international drinks business with a much broader base.

QUESTION *You claim to be able to revitalise Distillers. But how successful is your own Argyll drinks business?*

GULLIVER How do you measure success? We've taken our drinks business from £100,000 profit in 1980 to over £10 million profit last year. Return on shareholders' funds has increased from 3% to 34%.

Last year, Distillers Company (Home Trade) showed £0.5 million profit on their sales of £121 million. We made £1.3 million profit on our home trade sales of just £30 million. If we could do that when our lead product is a regional rum, imagine what we could do with the famous names like Haig, Dewar's and Johnnie Walker.

QUESTION *You've run businesses in Britain. But what do you know about international markets?*

GULLIVER I have had direct experience in North America since 1971, when I became responsible for retail interests there, in addition to being Chairman and Chief Executive of Fine Fare here.

In 1982 we bought Barton Brands, a Chicago based drinks company, and built upon their traditional business of bourbon and Scotch whisky. For instance, we developed Corona Extra, making it the fastest growing imported beer in the United States.

Distillers make a lot of their performance in the United States. But it has all been achieved by local distributors, not by them. It wasn't till 1984 that they decided to buy one of these distributors, paying some \$250 million mainly for the right to distribute their own brands.

QUESTION *Argyll has achieved its growth by acquiring companies - How do you answer that?*

GULLIVER We have a reputation for making good acquisitions, but our profits come from making these prosper. For instance, in our food business, since 1982 we've increased profits from £18 million to £44 million - with only £2 million of this resulting from acquisitions.

QUESTION *It is said you not only buy companies - but you also sell them.*

GULLIVER In the past 4 years we've sold peripheral activities for a sum of £17 million. That represents only 2% of the current market value of the Argyll Group.

Looking at Distillers, we don't see why they need seven prestigious offices in London's West End. We may sell some of those. But we certainly won't be selling any of Distillers' valuable brands or businesses. We want to build up Distillers' business - not take it apart.

QUESTION *What makes you so confident you will make money for Distillers' shareholders?*

GULLIVER Because it will be in the interests of our management to achieve this. Argyll directors are committed to our company's success. We own a total of £27 million worth of shares in Argyll and 180 of our senior management participate in a stock option scheme, with an average of 30,000 shares each. We all have a very powerful motivation to succeed - as will Distillers' executives with our management.

QUESTION *Shareholders are being bombarded with circulars. Is there to be any let up?*

GULLIVER The shareholders have my sympathy. But we hope soon to be able to reduce these mailings to two a year - telling Distillers' shareholders about their dividends and earnings.

Argyll. We can revive Distillers' spirits.

WALL STREET

Table of stock market data including Dow Jones Industrial Average, S&P 500, and various sector indices.

Dow speeds to record

New York (AP-Dow Jones) - Wall Street shares remained substantially higher in active early trading yesterday in the wake of a strong opening by the bond market.

The Dow Jones industrial average was up 9.66 points at 1,556.65 and was above its December 16 record close of 1,553.10.

Markets were lively yesterday. Although metals started with a dismal fall, they picked up later.

London commodity exchange. Rubber is per lb. Soyabean meal, coffee and cocoa in f.p. market. Gas and sugar in US \$.

COPIER HIGH GRADE

Cash 455.00-458.00 Three months 457.00-460.00 Vol. 1,152

COMMODITIES

Markets were lively yesterday. Although metals started with a dismal fall, they picked up later. Aluminum and copper looked quite strong.

COFFEE

Jan 2945-3000 Mar 2970-3020 May 3000-3050

FOREIGN EXCHANGES

Sterling's overall value dropped to its lowest level for eight months yesterday, amid growing concern about prices at the end of the winter.

STERLING SPOT AND FORWARD RATES

Table showing Sterling spot and forward rates for various currencies.

INVESTMENT TRUSTS

Table listing various investment trusts with their names, prices, and changes.

LONDON FINANCIAL FUTURES

Table of London financial futures including Three Month Sterling, Dec 85, and Jan 86.

MONEY MARKETS AND GOLD

The market continued to push period rates firmer yesterday as the December surge in bank lending added to its worries.

EURO-CURRENCY DEPOSITS %

Table showing Euro-currency deposit rates for various banks and currencies.

GOLD

Krugger (per oz) 328.50-331.50 Average reference rate for interest period 12 months 11%.

EGGD

Fixed Rate Sterling Export Finance Scheme IV Average reference rate for interest period 12 months 11%.

INVESTMENT TRUSTS

Table of investment trusts including 1985 High/Low Company, Price, and Change.

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Large table titled 'THE TIMES UNIT TRUST INFORMATION SERVICE' containing detailed data for various unit trusts.

FOOTBALL

League put a brave face on the departure of Canon as sponsors

By Stuart Jones, Football Correspondent

The severing of the link between the Football League and Canon (UK) Ltd, the company that became their first sponsors three years ago, at the end of this season, should not be taken as a sign of failure, according to Andy Williamson, a League spokesman, who said yesterday that "it had become a victim of its own success."

Scottish breakaway looks more likely

By Clive White

While the demands for a "Super League" in England seem to have slackened since the Football League struck a new deal with the television bodies to bring the border to one of the leading clubs expect to have broken away from their fellow Scottish League members by the end of the season.

Liverpool go to Turin

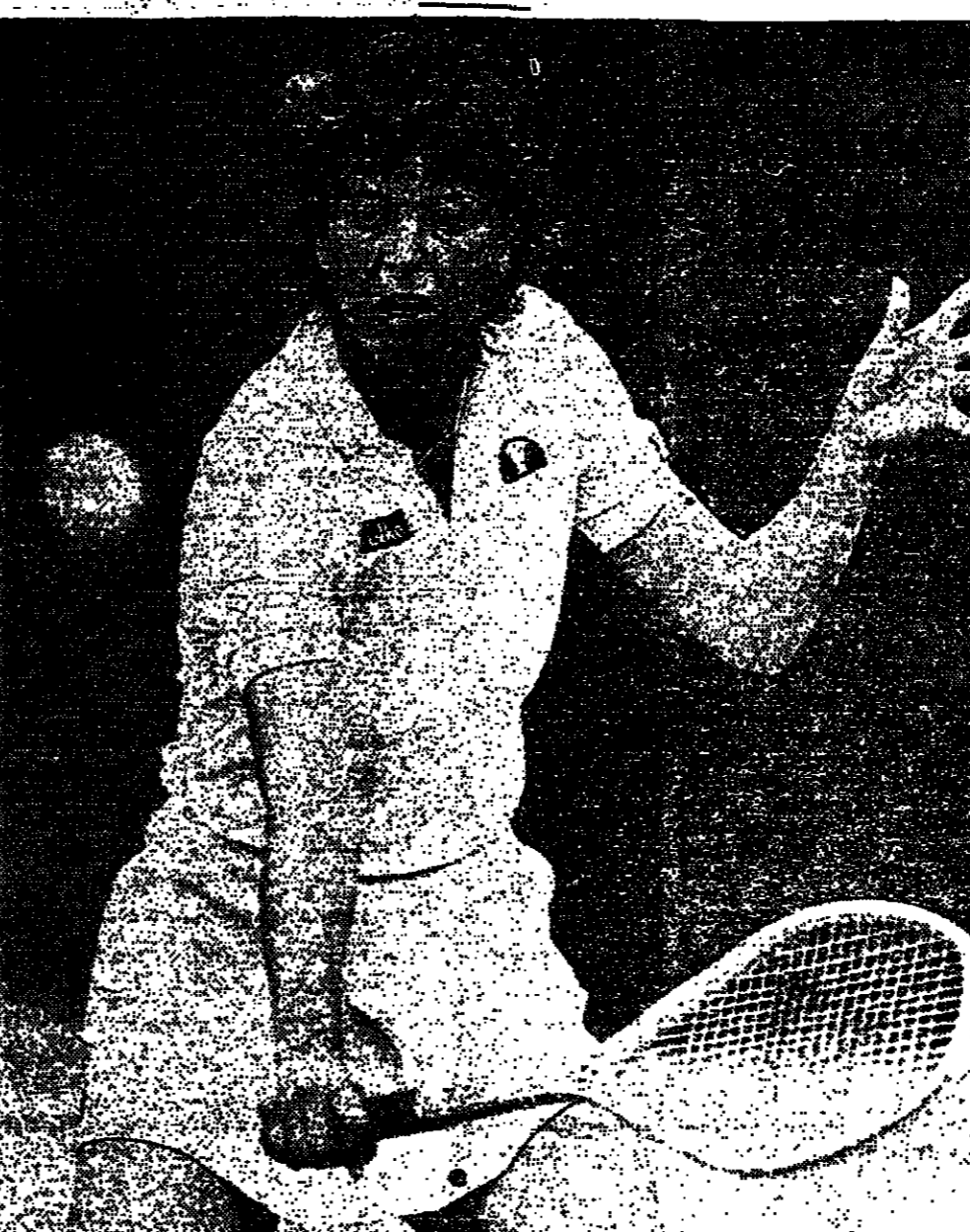
Liverpool are to play a tournament in Turin - a city still coming to terms with the tragedy of Brussels. But this time it will be their youth team carrying the flag into Europe.

Clark plays down win

Frank Clark, the Orient manager, will tell his FA cup giant-killers to forget their 2-1 victory at Oldham Athletic on Monday.

Table with 2 columns: Fixture, Result. Includes Hull's Cup win, Monday's results, and Today's fixtures.

TENNIS



Marathon woman: Miss Durie fought for more than two hours to secure victory.

Doubles tournament is on the move

By Rex Bellamy, Tennis Correspondent

This week's doubles tournament, promoted by the World Championship Tennis organization at the Albert Hall, is taking place in January for the last time.

Ace of diamonds

By Rex Bellamy

The European Champions' Championship, to be played in Antwerp from November 3 to 9, will have a prize fund of \$900,000.

Robson's plans in jeopardy

Bobby Robson's World Cup plans seem certain to be in jeopardy, says a source close to the manager.

Boxing \$26m plan to unify title

New York (NYT) Home Box Office, the pay-cable television service, has proposed a \$26 million deal that could lead to a unified heavyweight championship.

Monday's results

FA Cup: Third round: Crystal Palace 1, Luton Town 0.

SNOKER

Doug Mountjoy, whose last appearance was an important final in 1982, has returned to the snooker scene.

SNOW REPORT

SCOTLAND: Glasgow: Upper runs, Middle runs: None almost complete.

CRICKET

Zimbabwe decision postponed with B team set to leave

By Richard Streeton

The England B team leave London tonight for Sri Lanka still not knowing whether they will be able to play in Zimbabwe in late February and March.

TCCB door ajar on qualification

Alvin Kalicharran (right), Warwickshire's former West Indies Test batsman, is being considered for the TCCB door ajar on qualification.

Indians unaffected by hero worship

The Australian cricket selectors may think they have troubles, but those of their latest rivals, the Indians, are on a different plane.

Country which plays to win with a smile

The Australian cricket selectors may think they have troubles, but those of their latest rivals, the Indians, are on a different plane.

Edgbaston Cup receives sponsorship

The pre-Wimbledon women's tournament at Edgbaston has a sponsor for the first time.

Czechs meet in Garden

New York (Reuter) - The top seed, Ivan Lendl, will play Tomas Smid and the No 2 seed, John McEnroe, will face Brad Gilbert.

Mountjoy through as foul fells Foulds

Doug Mountjoy, whose last appearance was an important final in 1982, has returned to the snooker scene.

SNOW REPORT

SCOTLAND: Glasgow: Upper runs, Middle runs: None almost complete.

A vertical sidebar on the right side of the page containing various small advertisements and notices, including 'University challenge' and 'Edgbaston Cup receives sponsorship'.

RUGBY UNION: FRENCH SELECTORS RING THE CHANGES FOR INTERNATIONAL AGAINST SCOTLAND

France choose Dubroca as their captain and hooker at Murrayfield

By David Hands, Rugby Correspondent

Daniel Dubroca, the 31-year-old Agen captain, will lead France into the Five Nations championship...

The brilliant Denis Charvet, who played against Oxford University for Major R. V. Stanley's XV in November, is also injured...

There can be little doubt of the mettle of the French backs who will play against Scotland...

Dubroca is a mature, intelligent player but he has a great burden to carry: he has to hold his own in a specialist position...

There is still a chance the tour will take place, and I would speculate that a vote by the four home unions would go in our favour...

Nevertheless, there is much speculation here as to whether rugby and football will follow cricket's lead and attempt to overcome international isolation...



Dubroca: versatile



Laporte: back in favour after five-year absence

Hope for Lions tour says SA referee

From Ivo Tennant, Cape Town

The British Lions tour of South Africa may yet go ahead this year, according to one of the leading figures in the game here...

Nevertheless, there is much speculation here as to whether rugby and football will follow cricket's lead and attempt to overcome international isolation...

RUGBY LEAGUE

Weather keeps Prohm out in cold

By Keith Macklin

The weather has inflicted a particular cruel blow on Hull Kingston Rovers and their New Zealand international centre, Gary Prohm...

Despite the freezing conditions in the north, which show no signs of early abatement, the match is certain to go ahead...

League officials are expecting an attendance approaching 20,000 for the match between the two current form sides in Rugby League...

Although the League may fight shy of carrying out a threat to publish names of other Rugby League players from Wales...

Nevertheless, there is much speculation here as to whether rugby and football will follow cricket's lead...

Chris Law's America's Cup gamble

The yachtsman who burnt his boats to join the Crusade

Chris Law, who hopes to be competing in his fifth Olympic Games in Seoul, is making a proportionally larger commitment to Britain's America's Cup challenge...

Chris Law, who hopes to be competing in his fifth Olympic Games in Seoul, is making a proportionally larger commitment to Britain's America's Cup challenge...

Then, in the spring of 1983, he was the match-winning Lyntonian Cup, beating all the top helmsmen including Bertrand, the skipper of Australia II...

Instead, Law worked out his contract in one of de Savary's companies then returned to Olivetti to become a sales director...

There's more guts in this effort even than there was with PDS, though there's less pazzazz, Law says. "Yet it should be recognized that PDS took British 12-metre racing from nowhere to being close to Liberty (Comer's boat defeated by Australia II)...

Everything that has been said was going to happen so far, such as the building programme, has been on time. We shall have a two-boat campaign in training for six months...

Law, seven times national Finn or Soling champion, first competed in the Olympics in Munich, aged 20, soon after leaving Millfield and touring France with the England Under-19 rugby team...

Part of Law's gamble is that Cadmore is this month launching a sports management company, partly to organize tax-deductible fund raising...

Law: "chance of a lifetime" Round the World race report, page 23

FOR THE RECORD

Table with columns for DARTS, BASKETBALL, and SQUASH RACKETS.

Table with columns for ICE HOCKEY, GOLF, and ATHLETICS.

Table with columns for BOWLS and TENNIS.

South African exodus could follow Louw and Mordt

From Paul Martin, Cape Town

Amidst a barrage of criticism and accusation directed against South Africa's Rugby Union administration...

Against a background of threatened anti-apartheid demonstrations at this weekend's Benson and Hedges final...

South Africa's rugby union players are meanwhile demanding and receiving large under-the-table payments...

Louw said he was willing and indeed eager to sign any declaration condemning apartheid that may be demanded of him...

South Africa's rugby union players are meanwhile demanding and receiving large under-the-table payments...

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Louw accepts fully that in South Africa's rugby union administration, the two leading South African internationals who began their careers with Wigan last weekend...

South Africa's rugby union players are meanwhile demanding and receiving large under-the-table payments...

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Queensland bolstered by six internationals

By David Hands

Queensland, whose tour had been supported by Castlemaine XXXX, the lager company...

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IN BRIEF

Macauley off the transfer list

BASKETBALL: Jim Macauley has made his peace with the struggling First Division side, Homenepare...

SKIN: A men's World Cup downhill scheduled for Friday in Garmisch, West Germany...

SPEEDWAY: Birmingham promoters, Tom Everts and Les Powell, are prepared to continue National League racing at the Wharfedale Project complex...

ATHLETICS: The distance runner, Eamon Coghlan, of Ireland, and Mary Slaney, were named winners of the 1985 Vitalis Award for sports excellence...

FIGURE SKATING: The world Olympic and European champions, Yelena Valova and Oleg Vasiliev, were the pair title at the national championships in Leningrad...

Blanket blank Bristol Rugby club are to send the £10,000 thermal blanket bought to protect their pitch back to the manufacturer...

Centenary history of a great Welsh club

David Hands reviews recent rugby publications

Within the space of five days in November I watched two rugby matches: in the first the referee awarded 37 penalties...

Corries's book, Rugby Union, concerned with basic statistics, contains two beautiful pictures of players being lifted at the line-out...

Not, perhaps, if you are Bryn Thomas. The Welsh rugby journalist has compiled 50 years of memoirs in Rugby In The Blood...

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Mike Davis, the former England coach, and Laurie Corries, the RFL technical administrator for the Midlands, have both contributed to training books which should provide inspiration for aspiring coaches...

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LA CRÈME DE LA CRÈME

SUPER SECRETARIES

01-837 0668

CHRISTINE WATSON LTD 124 Wigmore Street London W1 P.R. to £15,000

CHAIRMAN'S SECRETARY £10,000 for Canadian International Investment Group

AUTHOR HAMPSTEAD £211,000 A unique opportunity has arisen to work for a well known author

Lloyd's Agency-City SECRETARY/PA For Managing Director of substantial managing and members agency

NEW YEAR ADVERTISING £8,500 neg. We are a large international Advertising Agency in St James's Square

Shorthand Typist £7,800 Shorthand typist are required immediately for a modern office

SWISS RE (UK) SECRETARY/PA Swiss Re (UK) have a vacancy for a Secretary/PA for their Assistant General Manager

RECRUITMENT CONSULTANT EXCELLENT PACKAGE The company is rapidly expanding a new recruitment division

ESTATE AGENTS W1 £9,250 If you have excellent all round estate agency skills

SEC/TYPIST W1 From £8,500 Although relatively small, we are one of the most successful agencies

THINK YOU'RE SPECIAL? So do we - that's why all our consultants have a personal background

PUBLIC RELATIONS £10,000+ BONUS Highly ambitious and respected agency in central London needs a public relations officer

MARKET RESEARCH - CITY Market Research - A fascinating field in itself - can provide a tremendously stimulating environment

PA SEC Fast moving PR consultancy £10,000 SEC W1/7 top agency £9,000 SEC City 5/6 Young, lively

TELEVISION £9,000 We are currently recruiting for three top television production and administration

Bernadette of Bond St Recruitment Consultants No 55, West End in Fenchurch

CAROLINE KING EXECUTIVE SECRETARY £28,800 A senior PA position has arisen within one of the country's largest companies

Audio Secretary Age 26 plus Salary £9,500 neg. A firm of corporate finance advisers are seeking a secretary to join their team

CAROLINE KING TEMPS! TEMPS! HAPPY NEW YEAR! 1986 is already proving to be extremely busy and we urgently require experienced, top calibre secretaries

"GRAND HOTEL" £10,000 Well known London Hotel requires a secretary to assist the manager in his day to day duties

COLLEGE LEAVER NO SHORTHAND £5,500 A great chance for a college leaver to progress in a highly successful firm of management consultants

INTERNATIONAL CONSULTANTS A vibrant position has arisen in the West End office of this Executive Search Consultancy

CAROLINE KING EXECUTIVE SECRETARY £28,800 A senior PA position has arisen within one of the country's largest companies

CHARTER CLINICS PA to HOSPITAL ADMINISTRATOR £28,000 + Benefits The Administrator of our Private Hospital in Hampstead is looking for an experienced PA

NO SHORTHAND £10,000 Successful Chelsea estate agent is looking for a secretary to assist in his day to day duties

AUDIO SECRETARY/PA 24-30 An opportunity has arisen for the Senior Partner of an expanding firm of commercial estate agents

RECEPTIONIST W1 - £9,000 As a Receptionist in the superb offices of a well established, organic and financial services

ADVERTISING SECRETARY Agency, near Covent Garden, requires a hard working, confident and well spoken secretary

MUCH MORE THAN A PA £9,000 This has well known, highly successful company in the City of London

DRAKE PERSONNEL THE DRAKE INTERNATIONAL GROUP

CHARTER CLINICS PA to HOSPITAL ADMINISTRATOR £28,000 + Benefits The Administrator of our Private Hospital in Hampstead is looking for an experienced PA

PA IN LEGAL £28,000 Excellent opportunity to join a well established, successful law firm in the City of London

SECRETARY / MINDER £8,750 Reliable, self-motivated, personable, well spoken, highly organised and progressive property development companies

RECEPTIONIST W1 - £9,000 As a Receptionist in the superb offices of a well established, organic and financial services

ADVERTISING SECRETARY Agency, near Covent Garden, requires a hard working, confident and well spoken secretary

DESIGN £9,000 Two young designers need a bubbly personality to become part of a successful team

DRAKE PERSONNEL THE DRAKE INTERNATIONAL GROUP

H/L/M/B Do you want a really exciting career job, doing something different from the rest of the office

PA £10,000 For dynamic young chairman of city group with diversified interests in London SW6

RELOCATION CO-ORDINATOR Chelsea Age: 25+ Circa £8,500 pa No special skills required for the position but knowledge of residential property is essential

BLOODSTOCK INSURANCE brokers in Knightsbridge requires a secretary with knowledge of racing and breeding

ADVERTISING SECRETARY Agency, near Covent Garden, requires a hard working, confident and well spoken secretary

PERSONAL ASSISTANT (Audio) to work on own initiative for senior partners of expanding practice in New Bond St

PERSONAL SECRETARY DESIGN CO. W1 £8000+ Experienced SH Sec 10/80 for Managing Director of expanding Design Group

PERSONAL SECRETARY/Girl Friday Salary approx £8,000 plus benefits Working for the Group Chairman and Managing Director

PA £10,000 For dynamic young chairman of city group with diversified interests in London SW6

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SWISS RE (UK) SECRETARY/PA Swiss Re (UK) have a vacancy for a Secretary/PA for their Assistant General Manager

SECRETARY Independent Broadcasting Authority, based in Knightsbridge, requires a secretary to work in the office of the Director

SECRETARY/PA £7,000 pa Recruitment consultant seeks excellent telephone operator to operate simple telephone system

RESPONSIBLE POST Efficient, experienced Secretary with good telephone manner and typing skills

PARISH SECRETARY For busy Parish office in central London. Good typing skills and ability to handle a wide range of clerical duties

WINE MERCHANTS Urgently seek a well organized, numerate, reliable secretary to help in every aspect of their busy business

PERSONAL ASSISTANT (Audio) to work on own initiative for senior partners of expanding practice in New Bond St

RESIDENTIAL PROPERTY/2

The house with a long history and a soaring price

It is not often that a house goes up in price once it has come on the market. But No 18 Wilton Place, Belgravia - first built in 1885 - has quickly increased to £900,000 for a 60-year lease through W. A. Ellis and Russell Simpson.

Pond House, Peabworth, West Sussex, is a listed Georgian town house so-called because it was originally the old pond for stray animals. With three bedrooms and two reception rooms, the house has a walled garden on three levels.

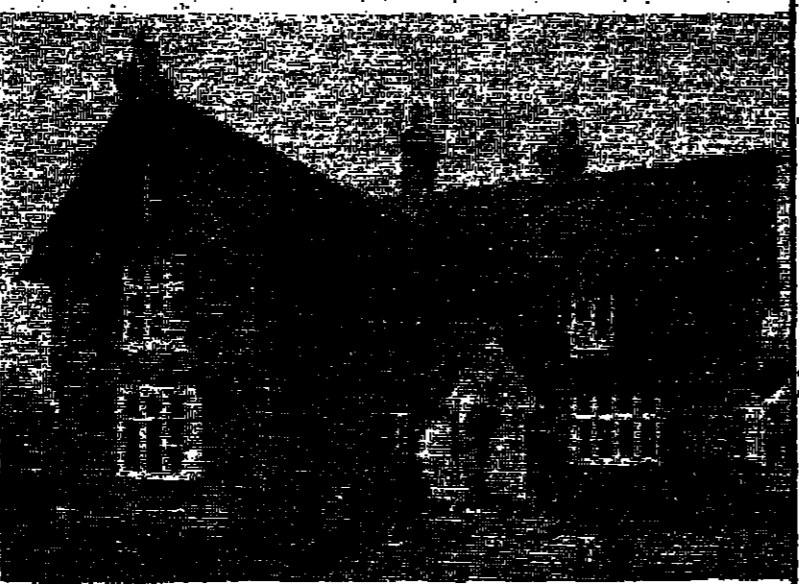
Georgian plot

When the Craven Hill estate at Hampstead, Marshall near Newbury was sold a year ago a new development was planned on part of it, including one house on a rather superior plot - a four-acre walled garden surrounded by Grade I listed walls, with a 17th-century bowing green running along the top of one section of wall.

An unusual 17th-century lodge, refurbished to a high standard, at Mays Hill, Hilsey, near Bristol, is for sale at around £250,000 through Knight Frank and Rutley's Cirencester office.

Lord it at the manor

Marston Trussell Hall, on the borders of Northamptonshire and Leicestershire, near Market Harborough, is being sold by the present Lord of the Manor. The title will form part of the sale, but is not included in the £225,000 for the house sought by Scott Pinkham of Northampton and Jackson-Stops and Staff.



Chalvington Manor, Chalvington, 10 miles from Lewes in East Sussex, is part of an unspoilt village, next to a 13th-century church, with the rectory opposite and surrounded by the farm. The manor is believed to date from Elizabethan times, with Victorian additions, and has been modernized, retaining many period features, by the present owners.

Beware agent-speak

The New Year comes with forecasts that it will be a good year for the property market. "Buyout" is one of the terms used. It often is, and no doubt it will be for some.

Before buoyancy carries the market aloft and out of sight, however, there is just time to consider two New Year resolutions: do not take estate agents' descriptions of property for sale too seriously, and take more seriously, but not too seriously, the options other than solicitors for conveyancing.

Both resolutions could be transferred into New Year gifts, bringing a little reality back after Christmas. For the more mature person, a booklet called 'Brother in Finicio' could be a help. It is unlikely that anyone under the age of 32 will understand it, but it is a tale of excitement and daring, based on newspaper advertisements in the 1960s for houses and flats in London placed by Roy Brooks.

He took the unusual view for an estate agent of putting a property on his books in its worst, or realistic, light rather than give a description that no one would recognize; and apart from the fact that his advertisements were funny, they also sold houses.

Ever the brother in Finicio - "Wanted: someone with taste, means and a stomach strong enough to buy this erstwhile house of ill-repute in Finicio, untouched by the 20th century" at £4,650, with the prospect that it would be worth £15,000 larded up - sold. Add another thought and it would be approaching its current value.

The book is available from certain bookshops or Roy Brooks, 32 Kings Road, Chelsea, London SW3 5ES, at £1.95.

PROPERTY BUYERS GUIDE COUNTRY PROPERTY

HILBERY CHAPLIN

7 Upper Grosvenor Street, Mayfair, London W1 01-493 5421

HOVE, SUSSEX. (25,000). Occupying a prime position on the coast. A superb 7 1/2 bed mansion, part of a fine parish property, beautifully presented, just on the market. 12 acres of garden. NEAR ZEPHYRUS, SOMERSET. (115,000). An imaginatively designed handsome coach house in the grounds of a former rectory, with self-contained kitchen, 1 car garage and a small village 1 mile from Yeovil. (UNREGISTERED). (20,000). Near Bishop's Cleeve, a spacious 5-bed family house with superb views, part of the M11 (junction 6). RINGWOOD, HANTS. (135,000). A superbly appointed 4-bed house with south-facing accommodation and gardens, in a sought after residential area, with a short distance to the centre of Ringwood. Delightful gardens. Recommended. BROOKLYN, BERKS. (250,000). A superb example of a Grade II listed Georgian residence, ideal for 3 people, finished as for possible use as a town house. Impressive accommodation is provided in each property. NEAR AYLESBURY, BUCKS. (250,000). A country house of character and distinction, offering privacy and seclusion in an area of top-quality countryside. Mechanically maintained with 5 beds, impressive reception rooms, in grounds of about 1/2 acres with further acreage 4 miles. HYDE PARK GARDENS NEWS, LONDON W2. (285,000). In most delightful street on the Hyde Park Estate. An excellent 4-bedroom property in immaculate decorative order. 4 double beds, 2 baths, outstanding reception rooms and beautifully finished kitchen. Large garage. Strongly recommended at this realistic price. PURLEY, SURREY. (275,000). (Vicinity 20 minutes). On an exclusive private estate a magnificent character residence of outstanding quality in fine landscaped grounds, with 4 bedrooms, 2 bathrooms, 2 principal reception rooms, 5 further beds, 2 further baths, triple garage. And at Sheffield, Essex. Tel: Broxwood (0277) 211467



A NEW GENERATION OF HOMES WITH MORE SPACE, MORE STYLE, MORE FEATURES.

The Barratt Premier Collection is a completely new range of over fifty individual and innovative house designs. Homes to suit every taste and pocket at prices that range all the way from £200,000 up to £500,000. Each home sets brand new standards in living space, specification and style. And they're all just brimming over with those extra special features which make life so much more pleasant and comfortable. For full details of this exciting new generation of homes and our four unique show villages, visit your nearest Barratt development or write to: Barratt Information Service, Post Office Box no. 4UD, London W1A 4UD. And they're all just brimming over with those extra special features which make life so much more pleasant and comfortable.

Lane Fox & Partners with Rylands HAMPSHIRE Harley & Wainwright Plc, 22, Bedford Square, London WC1R 4EJ. A DELIGHTFUL, FAMILY HOME FORMING THE FRONT PART OF A SUBSTANTIAL COUNTRY HOUSE. 12,000 sq. ft. 4 bedrooms, 3 bathrooms, 6 fireplaces, 2 swimming pools, 2 tennis courts, 20 acres of land. Tel: 01-498 4785

RENTALS

Keith Gardale Groves, 01-629 6604. Barnard Marcus, 01-722 7101. BRUCE & PARTNERS, Ovington St., SW3. Gascoigne-Pees, 01-486 5991. Hampton & Sons, 01-370 4329. FARRAR STEAD & GUNN, 01-370 4329. SUSSEX GARDENS, W2. CHESTERTONS, 01-352 8111. PHILLIPS, KAY & LEWIS, 01-352 8111.

OVERSEAS PROPERTY SOUTH ENGLAND Trade 01-837 1987 Private 01-837 3333 or 3311

Readers are advised to seek professional advice before entering into any commitments. DREAM BOAT IN PARADISE. Unique opportunity to spend your vacations in your own home in Paradise. Fully furnished air conditioned houseboat, moored on Paradise Island, Nassau, Bahamas, with 3 double bedrooms, good kitchen, bathroom, carpeted lounge and sun deck. 5 mins walk from beach, shops and casino, on the same dock as Bahamas Divers. USS35,900. Call or write: Don Gamm, in Germany, at 49-6081 59001 or Telex me at 410892 gdm-d or write to Postfach 1490, D-62263 Kelkheim, W. Germany.

EXHIBITION OF VILLAS AND APARTMENTS ON THE COSTA BLANCA Sunday 12th January 12-8 pm THE DUDLEY HOTEL LANSDOWNE PLACE HOVE, SUSSEX. Tel: 01-494 4251

NEW ENGLAND. ALMUNECAR Costa Tropical de Granada. LA MANGA COUNTRY CLUB Southern Spain. LAND FOR SALE. TWO ACRES BUILDING LAND WITH PLANNING PERMISSION FOR RESIDENTIAL AND RAILWAY STATION. NORTH WEST. MIDLANDS. LUDLOW, LYTTELTON HOUSE. WALES.

George Knight & Partners, 794-1125. MAKE THEIR SECOND VISIT TO HONG KONG. AROUND TOWN. PEACH ACCOM BUREAU. THAMES RIVER'S EDGE. INTERNATIONAL EXECUTIVES. AMERICAN EXECUTIVES. HOLIDAY FLATS SERVICES. HOLLAND PARK. CENTRAL LETS Quality flats. SOUTH BUCKINGHAM. HOLLAND PARK. CENTRAL LETS Quality flats. HOLLAND PARK. CENTRAL LETS Quality flats. HOLLAND PARK. CENTRAL LETS Quality flats. HOLLAND PARK. CENTRAL LETS Quality flats.

PERSONAL COLUMNS

Trade 01-837 2104 and 01-278 9232 Private 01-837 3333 or 3311

BIRTHS, MARRIAGES, DEATHS and FUNERALS... BIRTHS: On January 6th at the... MARRIAGES: On January 6th... DEATHS: On January 6th... FUNERALS: On January 6th...

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HOLIDAYS AND VILLAS: **WE'RE NO 1**... **EXECUTIVE CLASS**... **TOURIST CLASS**... **HUGE SAVINGS**...

TRAFFIC FINDERS: WORLDWIDE LOW COST FLIGHTS... THE BEST - AND WE CAN PROVE IT... 165,000 clients since 1970...

FOR SALE: RESISTA CARPETS: SALE NOW ON... Measure store of wool blended... MARKSON PIANOS: 200 PIANOS FOR SALE...

WINTER SPORTS: SKI STANDBY - JANUARY 11... BLADON LINES: BEST RUN FOR YOUR MONEY... SKI WEST STANDBY: HOLIDAY HOMES...

FLAT SHARING: ST JOHN'S WOOD: 2 bed flat... FLAT SHARING: 2 bed flat... FLAT SHARING: 2 bed flat...

RENTALS: APPEAR ON PAGE 29... LEGAL NOTICES: THE HIGH COURT OF JUSTICE... IN THE MATTER OF THE...

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ONE THOUSAND HOLIDAYS IN PARADISE: The tropical islands of the... FARESAVERS: New York, Florida, Dallas, Los Angeles...

NEW LOW FARES WORLDWIDE: ABU DHABI, BANGKOK, BEIJING, BIRMINGHAM, BOMBAY...

DISCOUNTED FARES: BIRMINGHAM, BOMBAY, CALCUTTA, CANBERRA, CHICAGO...

SKI SKILLS LTD (0737) 67152: Good value holidays in large... LE SKI: Good value holidays in large...

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Over 1.3 million of the most affluent people in the country read the classified columns of The Times. The following categories appear regularly every week and are generally accompanied by relevant editorial articles. Use the coupon (right), and find out how easy, fast and economical it is to advertise in The Times Classified.

Syrians fire on Israeli jets

From Robert Fisk Beirut
The Syrian Army has yesterday reported to have fired two Sam 6 anti-aircraft missiles at Israeli reconnaissance jets over the Bekaa Valley in the first incident of its kind since the Israelis complained about new rocket deployments inside Syria.



Mr Cohn arriving for a 1954 Senate hearing and (right) conferring with McCarthy (centre) and another aide (right)

McCarthy ghost haunts a last-ditch battle

From Trevor Fishlock New York
Every now and then in America the ghost of Joseph McCarthy, the witchfinder general, appears. Here in New York it haunts an extraordinary struggle conducted by his former associate, the remarkable Roy Cohn.

whisperer. But, like others, he thinks McCarthyism was a crusade, not odious. He called it recently "a decent hour in history" and said Mr McCarthy performed "a substantial service to the country, alerting it to the menace of communism".

Mr Cohn overreached himself, and perhaps hastened his master's fall by threatening to "wreck the army". His fame, or notoriety, as a McCarthy man, helped him to build a prosperous law business in New York. He had a long feud with Robert Kennedy - and was acquitted on three occasions when charged with swindling, bribery and blackmail.

Jopling claim on policy refuted

By John Young Agriculture Correspondent
Mr William Waldegrave, Minister for the Environment, made it clear yesterday that he was determined to exercise his responsibilities for the countryside in spite of the insistence by Mr Michael Jopling, Minister of Agriculture, that his ministry's policies encompassed all aspects of conservation.

Treasure returns to city of blood

At Cartagena on Colombia's Caribbean coast mere mention of the British used to provoke blood-curdling gasps. Times change. Today Las brujas trigger thigh-slapping mirth.

Today's events

New exhibitions
North-west cartoonists. The Porico Library and Gallery, 57 Moseley St, Manchester. Mon to Fri 9.30 to 4.30 (ends Jan 31).

Books - novels

The Library Editor's selection of fiction of 1985 in translation: A Soldier's Legacy, by Heinrich Böll (Secker & Warburg, £8.95).

The pound

Table with exchange rates for various currencies including Australia, Canada, Hong Kong, etc.

Roads

The Midlands M5. Contrailow between junctions 2 (A4123 Dudley and Birmingham W) and 3 (A456 Halesowen and Birmingham W).

Weather forecast

A frontal trough in southern areas will weaken. London, East Angles, Midlands, N Wales: Outbreaks of frost or snow...

The Times Crossword Puzzle No 16,938

Crossword puzzle grid with numbers 1-30 and a solution key at the bottom.

Anniversaries

Births: Alfred Wallace, naturalist, UK, 1823; William Collins, novelist (The Woman in White), London, 1824; John Curran, Prime Minister of Australia, 1941-43.

Best wines

In a blind tasting of 34 Chianti Riservas the following three were judged outstanding: Cecchetti Riserva, della Corona, Chianti Classico Riserva 1978.

Lighting-up time

Table showing sunrise and sunset times for various locations across the UK.

£10,000 bonds

The winning numbers in this month's £10,000 Premium Bonds prizes are: 542, 357, 175 (the winner lives in Kent); 3DS 778089 (Hampshire); 222B 343254 (South Yorkshire); 165F 706281 (Somerset); 1V7 400152 (Reading).

SNOW REPORTS

Table with snow reports for various regions including Austria, France, Switzerland, and the UK.

Portfolio

Portfolio - how to play
Monday-Saturday record your daily Portfolio total. Add these together to determine your weekly Portfolio total.

High tides

Table with high tide times for various locations across the UK.

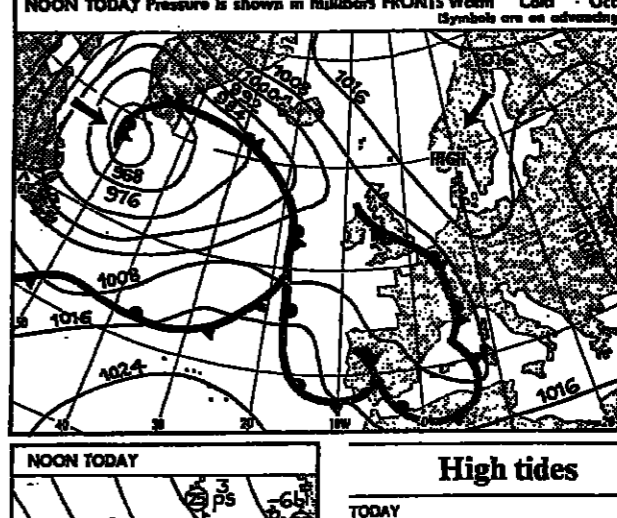
Around Britain

Table with weather forecasts for various locations across the UK.

Letter from Cartagena

At Cartagena on Colombia's Caribbean coast mere mention of the British used to provoke blood-curdling gasps. Times change. Today Las brujas trigger thigh-slapping mirth.

Weather forecast



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